
Residential Solar Financing Options

Solar America Cities Meeting

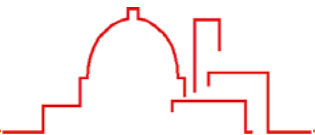
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SMUD Overview

- 6th largest municipal utility in U.S.
- 900 square mile service area covering Sacramento County and a portion of Placer County
- 589,999 customers within a 1.4 million service area population
- History of Solar Leadership
 - PV1, PV Pioneers, SolarSmart



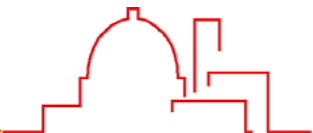
Solar Permitting: RWA Study (2006)

Learnings

- Solar permitting process varies widely among 7 local jurisdictions
 - Fees: \$192-\$823
 - Review Time: 1-20 days
- Financial disincentive
- Discourages contractors & homeowners from installing solar

Recommendations

- Remove institutional barriers hindering expansion of solar market
- Streamline building permit process
- Standardize permit submittal requirements
- Standardize permit fee
- Expedite the post-installation inspection



SolarPartners Program

- 3-Year Pilot Program
- Recommended “Best Practices”
 - One-day, over-the-counter or fax-in/fax-back permit review process
 - Use standardized application packet
 - Post-installation inspection in <24 hours
 - Waive permit fee for solar (PV) installation
- Adopted by all seven local jurisdictions, including City of Sacramento

Residential Loan Program

- Loans available to residential customers for energy efficiency and solar equipment
 - 10 year loans available for PV and solar hot water heating
 - Current interest rate: 7.5%
 - \$100 loan application fee
- Requires use of SMUD-approved contractor
- Separate monthly bill from electricity bill
- SMUD records a fixture filing with the County Recorder as collateral for the loan

SolarShares Program

- Background
 - CA Senate Bill 1: 3000 MW installed capacity by 2017
 - SMUD share: 125 MW, over 10x current
 - Need for innovative business models
- New Customer Program Idea: SolarShares
 - Customers subscribe to solar from a large utility scale PV system
 - Energy is subsidized and customers benefit from “virtual net metering”
 - Enable those without easy access to solar to participate
 - Subsidize lower energy users more than higher energy users
- Generation Source Requirements
 - Competitive pricing – economies of scale, tax credits monetization
 - New and local generation

Questions



SMUD SOLAR PROGRAMS

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